

The Qualifier and The Appointment

Hi ___? (Your name)___, how are you?

The reason for my call; is your name came across my desk as someone who:
is open to other ways of earning money, saving money or both...

this is just a courtesy follow up call to see ... if this is still the case?

Or

was at one time or maybe still looking to starting a home based business... is that still true
about you?

Great! I want to take a minute to ask a few questions to see if we might have a match to
work together or see how I can help. Is this a good time to talk?

Qualifiers:

Are you looking for an income opportunity or a job?

- 1) What do you do for a living right now?
- 2) What do you like most about your job?
- 3) What do you like least about your job? (what if stay at home mom)
- 4) How much extra money would you like to earn?
- 5) Dream with me for just a minute, if you could write your own paycheck, how much
money would you like to see on that check every month?

If they answer a JOB, ask: how much extra money they would like to earn on that JOB?

Thank you for taking the time and sharing this information with me. It's given me enough
information to see how I can assist you. You have qualified to go to the next step with me.
Let me ask you; if I could show you the perfect program that would...

- 2) Give you what you like most (Repeat what they like most) Allow you to:
- 3) Take away what you like least (Repeat what they like least) With out having to:
- 4) Give you ____ (What, the \$ you are looking for) Show you how you can earn:
- 5) And could get you to that dream check of ____ (The money they would like to see every
month?) Without increasing your current household expenses...

Is there any reason why you would not want be willing to spend 30 minutes of your time to
learn more? (LET THEM ANSWER) GREAT!

Or

Is there any reason why you would not want to learn more? (LET THEM ANSWER)
GREAT!

If I were to pay to take you to a call right now, would you have 20 minutes, 10 minutes or 3
minutes to listen and hear a little of what this is about? (SHUT UP! LET THEM ANSWER)

If not immediately, then schedule an appointment. Ask is 24 or 48 hours better for you?
Morning, Afternoon or Evening better, (Give 2 time choices as you put them where you
want them to be in your calendar) Remember, YOU schedule the appointment it is YOUR
calendar and YOUR business! YOU keep control of it!

GET THE VERBAL (UFC) COMMITMENT; UFC (Up Front Contract)

- 1) I want you to know there are 3 questions at the end of this overview. I really want to hear your answer. Okay?
- 2) If for some reason something were to happen and you can not stay on the whole call, Please let me know by saying “STOP the CALL” and we can continue this later. This way I am not left listening to a call that I have a ready heard; does that sounds fair?
- 3) Now after you get this information if for any reason you believe it is or is not for you, either way it is okay with me. All I ask is you let me know because I value your time as well as mine. If sounds fair, is there any reason why we cannot get started now?

GREAT THANK YOU!

Okay I am going to get that call... when I come back so I know you are there, when you here me say “BACK”, just repeat the word “BACK” to me. Okay? Here we go...

After call:

Okay, what works best for you, 1, 2 or 3? Then ask them, “Rate your self on a scale of 1 to 10, 1 being, I not interested at all and thanks for the information and 10 being, I AM SO EXCITED I AM READY TO GET STARTED RIGHT NOW!; where would you yourself right now and 5 does not count?” (I want to hear a 7 and up)

Anyone 6 or below, “send more info”, email it and schedule a call to follow up 24-48 hours. Let them know, its okay if they do and okay if they don't. Either way “IT'S OKAY!”

Sound surprised if they want to set an appointment for a week or more out. Tell them that that's always out there so you will send them an email 24 hours before to remind them of the appointment with info for them to look over. Ask them “How are you at keeping your appointments?” Then answer, “Great! I will have a free gift for you keeping your appointment with me, no matter what the decision.”

OBJECTIONS:

Need to talk to husband /wife?

Ok. Let me ask you; are you the one who takes care of the shopping? So your husband/wife trusts you with those shopping decisions now? That's all we're talking about. This is just a make smarter shopping decision. By simply switching stores, for better, safer, healthier products, that will out perform any thing you can find in those other places, purchased on a toll FREE number right from the comfort of your home, using no new money and delivered right to your door. Complete with a 100% money back guarantee! Just try our products for 4 months, if you don't like them for any reason , send back the empty containers and get a full refund. Is there any reason why you would not like to take the 4 to 6 month challenge and see what this is all about?

I don't spend that much!

I understand... that's how I felt when I was first approached. Yet you know what I found? I learned to start my order out with the vitamin, nutritional, protein or meal replacement bars and drinks, fiber bars and drinks I needed first then added the things I needed to re-buy for me and my household made it more than easy. Things like dish soap, laundry care products, shampoos, conditioners, shaving gels, body soaps, lotions, cosmetics, toothpaste, deodorants,

mouthwash, oral care, medicines or pain relievers, household cleaners; from floor to ceiling, candles, linen sprays, gift products and more. When you know you buy these products over the next weeks, months and years to come. I must say, for me it just makes too much sense. I learned you can literally eat your way through this company! Is there any reason why....? Close and LET THEM ANSWER!

By the way; our nutritional bars and fiber bars make a great substitute for fast food or if on a hectic work schedule day or night. Making impulsive meal decisions and buying fast foods can be costly, not only on your wallet but on your health as well. Our meal replacement products are better for you and will save you money in the long run! Is there any reason why....? Close and LET THEM ANSWER!

FACT:

Whether you realize it or not 19 to 22% of your grocery bills are used to buy the products we manufacture. The average family spends: \$12.00 to \$15.00 a week, \$60.00 to \$120.00 a month and \$900.00 to \$1,500.00 a year!

\$12.00 to \$15.00 dollars a week is spent by on the products I just mentioned. You buy these kinds of things every day, week, month, well through out the year and for the years to come and until death do us part anyway; I just want to show you how to turn that money your throwing to a Wal-Mart, Sam's club/Costco, fine dept. store or that local grocery store and make that money work for you! They don't give you 30-40% off of retail prices now do they? WE DO! Do they give you a 10% advantage account as a thank you for shopping with them now do they? WE DO! Will they pay you when another customer buys for their family as well? WE DO! You get a little something, from up to 30 families just for being loyal! Are you starting to see what I see? This will not cost you any new money. You are already buying this stuff now right? Tell me is there any reason why, you won't let me show you how you can save money and earn money at the same time? (LET THEM ANSWER)

Let's talk about "THE CLOSE!"

Is there any reason why....?

No is a YES yet YOU MUST SHUT UP AND LET THEM ANSWER!

If there is a reason... What ever it is, you need to reply with, "That's why I am calling!"

AFTER USING THIS SCRIPT:

Go on to learn how to build "A DEEPER RELATIONSHIP" and how to get that person to connect to you.

This is a 2 - 4 step process using your personality, patience, persistence and your pipeline!

Mentor and Coach that can take you to that next level,

Karlyn

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